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CHEMIST & DRUGGIST

the newsweekly for pharmacy

January 5, 1991

Beecham's round the clock nursing service



£1·1 million TV advertising spend
on the pharmacy only brand leader*

SB
SmithKline Beecham
Health Care

*Independent retail audit: Colds Market.

Pharmacist in court for £10,000 theft

DoH to set up financial survey into distribution

Sharp reaction to Society's views on supplements

1990-91 GP drugs bill £200m less than estimated

Windsor put UV-A SPFs on Uvistat

C&D Price List
offers new service



Our new TV commercials could end up giving you a sore throat.

On January 1st two new television commercials for Strepsils go on air. And when your doors open on January 2nd, you'll be lost for words. Hardly surprising, really. Both these commercials perfectly capture the feeling of a sore throat. And both show how effectively Strepsils can treat it. What's more, we'll be spending over two million pounds on them. And if you find that hard to swallow, you know what to take.



CHEMIST & DRUGGIST

INCORPORATING
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& PHARMACY UPDATE

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Member of the Audit
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COMMENT

The consequences of the Government's NHS overhaul is now being felt by the pharmaceutical distributors — they are to be subjected to an in-depth financial survey. It is no surprise that some health authorities have been looking at shortline wholesaling. As soon as it became clear the RHAs were going to become "providers of services" under the new regime it was inevitable that wholesaling would feature on their list of options.

Full range wholesalers predictably oppose any group which is likely to erode their market share. In the past the NAPD has by and large managed to defend its corner successfully, with evidence of margins and returns to back up the wholesalers' case. The NHS Supplies Group sees no benefits from health authority retailing, and the NAPD says any short term gain would be self-defeating. It is probably right. While community pharmacists might initially benefit on price they would eventually lose out on service.

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NEWS

Ferguson's letter gets mixed reactions

The Royal Pharmaceutical Society's call for a review of the legal status of food supplements intended for use as medicines, received wide media coverage before Christmas, and prompted a varied response.

The Proprietary Association of Great Britain, representing OTC medicine manufacturers, said it was a pity the Society, in trying to highlight a minority of cases, had brought into question the whole of the industry.

"Pharmacists will want to know whether the products on their shelves should be sold or not," said public relations manager Gopa Mitra. She explained that although most of their members' vitamin, mineral and food supplement products are not licensed, they are covered by bona fida legislation — the Food Act, and Food Labelling Regulations — and are subject to advertising restrictions. Members also have to submit labels, leaflets and advertising for PAGB approval in the same way

as medicines, she said.

PAGB has suggested to the Government's Food Advisory Committee, whose report is due this month, that there should be a list of agreed claims. If a company wanted to claim more, it would have to provide substantiation for a licence. The same would apply to safety limits.

The European and British Health Food Manufacturers Association described the Society's view as "outrageous" on Radio 4's "Today" programme (December 19). And the Institute for Complementary Medicine said: "People are becoming increasingly wary of chemical drugs and it is not surprising the Pharmaceutical Society is taking this line."

Manufacturers, too, have been quick to express a view. Seven Seas said: "While some criticism of isolated small manufacturers and importers of products may be valid, the vast majority of products sold in this country are produced to the

highest standards of safety and efficacy."

The company says it makes no distinction between licensed products and food supplements for quality and safety purposes.

English Grains Healthcare's marketing director Robert Smith says: "We understand concerns regarding safety and quality. However, dietary supplements have an enviable safe record spanning many years."

He points out that ginseng, the most widely used plant remedy worldwide, has been the subject of over 2,000 research papers. "We are unaware of any case of serious side-effects occurring from dosage at the recommended daily amount."

Potters, who last month were granted licences for over 100 herbal products, pledged support for "the attack on 'cowboy' health products". "We have been campaigning for years against unscrupulous operators who have damaged the image of our industry. The Society's warning is long overdue," says managing director Tony Hampson. "It is important the public understands that if herbal products are licensed they have been subjected to the same rigorous testing as other medicines," he says.

Roger Odd, head designate of the Society's practice division, told C&D: "We are pleased with the coverage, and have had a number of inquiries from Government departments and national associations who want to talk about our views."

Mr Ferguson is expecting a response from the Department of Health in the New Year. Early indications are that the DoH is very keen to take on board the Society's suggestions. Mr Odd added.

BGMA: then there were six

The British Generic Manufacturers Association has formally announced that Berk Pharmaceuticals, Thomas Kerfoot & Co Ltd have become members.

The three join APS, CP and Evans to form a six-member body. Of the major generic manufacturers, only Cox are

outside the organisation.

The new chairman of the BGMA is Steve Stocks, managing director of APS and Berk. The BGMA was formed in February 1989 to promote an accurate understanding of generics to Government and the medical and pharmaceutical sectors.

Pharmacy manager pilfers £10,000 from two shops

A pharmacist who stole almost £10,000 from two West Midlands pharmacies that he was managing did so because of mounting debts and an expensive lifestyle, a court heard.

Wolverhampton Crown Court was told last month that David Thomas Wilson, aged 30, of Sandmere Grove, Yardley Wood, Birmingham, later repaid some of the money by selling his house.

He pleaded guilty to stealing £5,050 from John Henry Wilkes Chemists, of Wolverhampton, between July 1986 and September 1987. He also admitted stealing £4,895 from Faqirs Chemist, of West Bromwich, between August 1989 and May 1990. Miss Monica Pirrota, prosecuting, said Mr Wilson had systematically stolen money from the shop tills, undercharged for

goods and helped himself to stock where he was employed.

Mr David Seconde, defending, said he had taken on commitments he couldn't possibly support.

Judge Richard Gibbs, QC, said: "The case is so substantial that it is difficult not to impose anything except a custodial sentence. However, if I do so Mr Faqir will not be able to recover any of the money owing to him."

Scripts below forecasts

The Department of Health's latest forecast of the cost of drugs prescribed by GPs in 1990-91 is some £200 million less than provided in the estimates, Virginia Bottomley, Minister for Health, said in a Commons reply.

"This is forecast to give a 1 per cent growth in real terms over 1989-90, compared with an average of 4 per cent a year in the five years from 1985 to 1990, and reflects the effectiveness of the Prescribing Analysis and Cost initiative in influencing prescribing by GPs," said Mrs Bottomley.

"The forecast drugs bill for 1991-92 in our public expenditure plans is £2,310m."

N&P chairman gets CBE

Nurdin & Peacock's chairman and a pharmacy technician were among those recognised in the New Year Honours list.

Michael Peacock, chairman, Nurdin & Peacock, was made CBE. He joined the company in 1955 and became chairman in 1979. He is the fifth generation of the Peacock family which founded the company in 1810.

Miss Morag D. Stewart, senior pharmacy technician Glasgow Royal Infirmary, was awarded the BEM. She has worked at the hospital for at least 20 years where she has played an important role as specialist in the pharmaceutical sundries section.

Colin J.S. Walker, chairman, East Anglian Regional Health

Authority, was given a knighthood. Others honoured included: D.C. Rennie, chairman, Harrow Health Authority (CBE); Professor A.R. Emerson, chairman, Norfolk Family Practitioner Committee (OBE); S.S. Wayne, chairman, Waltham Forest Health Authority (OBE); Dr H.A. Evans, general practitioner, Great Yarmouth, Norfolk (MBE); and G.S. Flory, lay member, Hants Family Practitioner Committee (MBE).

RDA shift

The COMA report on dietary supplements, now with the Ministry of Agriculture, is understood to recommend a move from "recommended daily amounts" for vitamins, preferring "figures for optimal health".

This coincides with the intention of the European Commission to introduce a draft Directive to control the status of supplements. European proprietary medicine manufacturers will formally announce their policy on January 24, which is expected to mirror closely the stance taken by the Proprietary Association of Great Britain.

The PAGB has made a strong case for maintaining the approach currently adopted in the UK.

Poor inhaler technique seen

An audit of inhaler technique among asthmatics attending their general practitioners has revealed that 25 per cent have inadequate technique.

The study in the *British Journal of General Practice* (December 1990) examined the administration of inhaled therapy in 422 patients from 34 practices. The majority (63 per cent) were using metered dose inhalers with 15 per cent using Rotahalers and 9 per cent using spacer devices.

Four different steps were examined: preparation for inhalation including shaking the device or correct loading; expiration and correct head position; inspiration; and holding the breath afterwards. Each step scored one point and a score of 2 or less was considered inadequate.

The Turbohaler, used by 5 per cent of those studied, had the highest proportion of patients with good technique (78 per cent) and

the metered dose inhalers the lowest (45 per cent).

The initial impression that the Turbohaler is easier to use is questionable, the author claims, due to a disparity of numbers between the different inhaler groups and an unequal age distribution. However, inhaler devices prescribed over long periods should be given priority over those recently available when checking technique.

New C&D Price List service

Subscribers will find an extra section in the January edition of the C&D Price List.

"This Month's New Products" is a quick-reference guide to brands and packs added to the List since the previous edition, providing a reminder to order lines that may have been

missed and information to help answer customer inquiries about products not normally stocked.

All items listed have already appeared in a Weekly Price Supplement; for detailed information about product launches subscribers should refer back to the Counterpoints report.

BRIEFS

The Pharmaceutical Services Negotiating Committee has now accepted Department of Health proposals for paying £1.8 million overdue from 1988-89 for services to residential homes.

Contractors will receive £50 for each home with which they have an agreement to provide advice under Health Circular (FP)(89)13, and £150 for a patient medication record system set up under the same circular. One-off payments will be made to all who have joined the relevant scheme before March 31, 1991.

If take-up does not reach £1.8m, the DoH says it will examine ways of clearing the balance.

The Department of Health is asking contractors in England and Wales who may have been disadvantaged by the change in discount scale on August 1 last year to write to them with details.

The new scale set discount recovery at 10.41 per cent over the eight months from August 1 to achieve a target of 9.67 per cent over the whole of 1990-91. Pharmacies opening between April and August would therefore end up paying over 9.67 per cent.

Further information is available from Dr Gordon Geddes at PSNC on 0296 432823.

Mr Dudley Fishburn (Cons) has sought leave to introduce a Private Member's Bill to amend the Medicines Act 1968 and the NHS Act 1977 in respect of pharmaceutical services, so as to allow registered nurses to prescribe medicinal products in certain circumstances. The Bill will be presented to the Commons on January 30. As the Department of Health is already looking into this area it is unlikely to receive Government backing.

The January Healthcare campaign is devoted to Alzheimer's disease, the most common form of dementia.

The mid-February distribution will deal with the 1991 No Smoking Day, on March 13.

EC environment ministers have speeded up plans to phase out chlorofluorocarbon gases by pledging an 85 per cent cut in Community-production by July 1995, and a total ban by mid-1997, 30 months ahead of schedule. Temporary exemptions for medical aerosols remain.

Insulin pens and needles may become prescribable as an alternative to syringes providing this would not involve extra cost, Health Minister Virginia Bottomley said on December 18. She added that discussions with suppliers are currently in progress.

A gloomy prognosis

I am now identifying a real lack of increase in my business: in real terms, taking inflation into account, I am looking at a 10 per cent reduction in my turnover since June.

Many factors have come together to create this situation. Doctors are being encouraged to be more "rational" in their prescribing. For a number of GP practices this means giving greater quantities on less frequent prescriptions. Consequently the unit cost of my average prescription item has increased from £4.90 in November 1989 to £5.60 in November 1990. This effectively means a reduction in profit and additionally there has been an overall reduction in the number of items dispensed.

"Superdrug have appeared in spitting distance — I know it's spitting distance because I do frequently"

I have lost two valuable oxygen patients, one by natural selection, which I don't mind, but one transferred to a concentrator, which I do mind. I have had my counter devastated by the appearance of Superdrug within spitting distance — I know it's spitting distance because I do frequently. I have had to inject personal capital into the business at the beginning of December to buy Christmas stock. The future does not hold much hope for an increase in business.

I fear someone is trying to tell me something and I feel it might be the DHSS. The Department is continuing its aggressive cost cutting within the NHS on behalf of its political masters and would be keen to see fewer pharmacies, an objective it failed to realise when the limitation of contract was introduced a few years ago. The Department's ideal figure would be about 350 pharmacies to serve the whole Northern Ireland population, a far cry from the present 519.

I suppose I am one of the smallish, not very cost effective pharmacies the DHSS would like to get rid off and I fear it is now about to apply more pressure since the cost-plus contract is no longer in the way. To all average pharmacies, therefore, might I offer a word of caution for 1991: maybe it's time to write to the PCC and make sure it pre-empts the next DHSS offensive rather than acting in its usual passive fashion.

From a community pharmacist in Northern Ireland

TOPICAL REFLECTIONS

by Xrayser

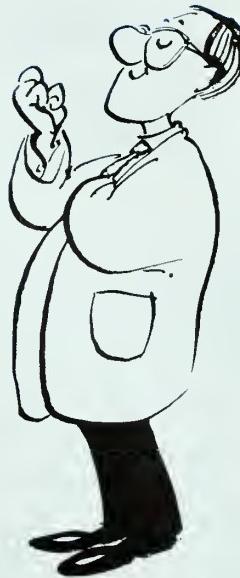
Watch this space?

The shake-out in the wholesale sector has continued apace with the consolidation by Medicopharma of their acquisitions of the last six months. Now that Unichem have become a public company, all wholesalers are competing on equal footing and it will be interesting to see whether the company can maintain its growth within this sector. Certainly if the confidence expressed by Medicopharma's chief executive, John Baseley, in the Numark Chemist's *Newsline* in December is anything to go by, the competition, particularly in the South East, is about to intensify and this time it is service that will determine the winner, not the carrot of future capital gain.

One particular area he has highlighted is the interest in franchising shown by other wholesalers: certainly many independent pharmacists view the growth of franchising with mixed feelings. On the one hand it prevents businesses being swallowed up by the ever lengthening tentacles of avaricious multiples, but on the other such outlets themselves project a multiple image which can stifle the individualism of the independent. It remains to be seen whether the declared intentions of Medicopharma, not to become involved in retail will withstand the pressures of trying to increase their share of a contracting market.

Price penalty

Lustral is an antidepressant launched recently by Pfizer. I am sure its pharmaceutical pedigree is impeccable and it will sell well on merit, but why two strengths with such a large disparity in price? Both 50mg and 100mg



presentations are on the market, but at £26.51 and £39.77 for 28 respectively — a 50 per cent price differential. Once again, the capital costs incurred by pharmacists appear to have been ignored with the added twist that if two 50mg tablets were dispensed against a script for 100mg, there would be a substantial financial penalty.

According to the Data Sheet the dose should be adjusted by 50mg increments to a maximum of 200mg with a recommended maintenance of 50mg-100mg. I can see no reason for this price differential other than the unnecessary inflation of my capital investment to Pfizer's advantage. Surely even the most depressed of patients is able to take two tablets, when a single presentation of 50mg would then suffice.

Right to be 'Mr'

It is strange indeed that very few of those entitled to use the designation "Doctor" do so while members of the medical profession, whose academic qualifications do not justify its use, zealously guard their "right" against allcomers.

Dentists may be resentful of the ego boost enjoyed by "Doctors" and aim to emulate them but as a humble pharmacist I would agree with John Ferguson (C&D December 29, 1990, p1071) and would prefer to remain a simple "Mr."

Many patients still stand in awe of their doctor whereas they are able to relax in the more mundane presence of their pharmacist. I have no desire to be put on a pedestal, rather, I am flattered that may patients treat me as an equal and are prepared to discuss their problems. To attempt to acquire false status by adopting unearned titles could destroy that patient goodwill which makes our profession truly respected.

COUNTERPOINTS

Revlon add three to sun range

Revlon have introduced three new sun care products into their range for 1991 — cooling sun relief, pre-tan body polisher and sunshield for hair.

The cooling sun relief (200ml £10.50) is a moisturiser in a creme gel formula. It is said to provide instant cooling relief from sun and wind exposure.

Pre-tan body polisher (200ml £9.50) is said to optimise the skin's pre-sun condition with refining grains to buff away rough skin to smooth the texture and make it more receptive to the sun.

Finally the company has introduced a sunshield for hair (200ml £8.95), a sunscreen gel which is said to help protect the hair from sun damage. *Revlon International. Tel: 081-568 4466.*

Arden for Spring

Elizabeth Arden's Spring colour collection takes inspiration from the sea this year, focusing on clear colours and earthy tones.

For the eyes the company has come up with a luxury eye shadow duo (£12.50) in shades of sea glass and sand swept; an eye shadow quad (£13.50) comes under the name Tradewinds with an eye pencil in nutmeg (£5.95).

For the cheeks the company has come up with shades of rose and coral (£12.50) while lip shades come in sherbet brights, barely browns, and gentle peaches and mangos (£8.50 or £9.50) with nail shades to match (£7). The shades will be available from February. *Elizabeth Arden Ltd. Tel: 071-224 1213.*

Alberto Culver are supporting their VO5 styling range with a £2 million plus national television advertising campaign breaking this month. The 30 second commercial focuses on VO5 gel spray. *Alberto Culver Co. Tel: 0256 57222.*

Windsor break the mould with Uvistat

Windsor Pharmaceuticals are breaking the mould this year by introducing a sun protection factor for UV-A for all their sun care products as well as the standard UV-B number. They say that this makes them the first company to launch a UV-A SPF on-pack.

To underline this, Windsor have redesigned all Uvistat and Uvistat Babysun packaging so that packs not only carry UV-A and UV-B SPFs, but also the maximum wavelengths each product will provide protection from. The message is further underlined with the catchline "UV-B and UV-A balanced protection formula" which now appears on all pack fronts.

In order to obtain a UV-A factor, the company is using an *in vitro* method based on the use of an artificial light source. The absorption spectrum of a sunscreen is measured at 5nm intervals across the appropriate UV waveband of 290-400nm (virtually no UV light below 290nm reaches the earth). The figures calculated in this way give an SPF equivalent at each of the 5nm intervals. These can be displayed in graphical form and the average protection afforded over any portion of the UV spectrum calculated.

This method shows very close correlation with UV-B SPFs measured by the standard procedure in human volunteers, say Windsor. Although widely accepted, this method has not been fully validated for its UV-A results in terms of comparison with the results from human tests.

Plans for Uvistat this year include the launch of an ultra block factor 30 (UV-A and UV-B). The product comes in a 50g squeeze pack and its hypo-allergenic formulation is said to have been designed for people with photosensitive skin and those who wish to protect their skin from further ageing from UV radiation.

The product comes in a white carton (£5.99) and will be sold in from March. Windsor will also be relaunching their Uvistat factor 10



sun cream with a new water resistant formulation. It will now contain micronised titanium dioxide (MTD) and will offer an SPF of 10 for both UV-B and UV-A. A new 100g squeeze pack size is also being introduced with SPF20.

Windsor will be supporting the Uvistat range with a £750,000 advertising spend. This will include a national Press campaign for Uvistat and Uvistat Babysun, an educational booklet, sampling offers and merchandising material. *Windsor Pharmaceuticals Ltd. Tel: 0344 484448.*

Mary Quant goes glam

Glamorous shades are the hallmark of the Mary Quant new look for Spring known as Materialises.

Lips and nails come in shades of coral and plum (£1.85 and £1.55) while eyes are in apricots, pinks and browns (£1.55) with duos (£1.85) in peach and pink or pink and plum. *Max Factor Ltd. Tel: 0202 524141.*

Coppertone expands portfolio

Three new products join the Coppertone portfolio this season, supported with a "comprehensive promotional programme".

New to the range for 1991 are: dark tanning lotion SPF 4 (150ml); tanning lotion SPF6 (150ml) and tanning lotion SPF8 (150ml) — prices will be announced later.

All three formulations are waterproof, contain UV-A and UV-B filters and include aloe vera, jojoba oil and vitamin E to help moisturise the skin.

The new range will be backed with a £300,000 promotional campaign including advertisements in the women's Press.

A range of POS material is available and consumers will be given the opportunity to buy two products from the range and get one free or receive a free hip bag with any two purchases, say Scholl.

A counter unit featuring 20ml samples of quick tan plus a consumer leaflet on how to apply sunless tanning products is also available. *Scholl Consumer Products Ltd. Tel: 0582 482929.*

Display and win with Ciba

Ciba Consumer are running a "display and win" competition for their brands Mucron and Otrivine. Prizes available include a compact disc system, a 14in colour television and a portable radio/cassette. All entrants will win a Parker ball point pen.

Throughout the Winter, the company is giving these brands heavy support with an advertising spend amounting to £2.3 million.

In addition, a full range of point of sale material including counter cards, showcards, shelf edgers and consumer advice leaflets is available. *Ciba Consumer Pharmaceuticals. Tel: 0403 59466.*

Stratagem for tanners

Charles of the Ritz are introducing two new sun care products into their Stratagem sun care range for this year.

Bronzing gel SPF 2 (150ml £9.75) is a non-oily tanning gel for the body said to be "ideal for fast tanners", while bronzing cream for the face SPF 6 (75ml £9.75) is a tanning cream created for the special needs of the face, says the company.

Both new products will be available from April. *Charles of the Ritz Ltd. Tel: 081-568 4466.*

Almay block for lips

Total block lip and eye protector SPF 15 is the latest new product in the Almay suncare portfolio.

The protector comes in stick form and is said to help prevent inflammation and cold sores caused by the sun and wind. The formulation is enriched with vitamin E and gives protection against both UV-A and UV-B rays, says the company.

Lip and eye protector is fragrance and lanolin free and non-comedogenic (£3.95) says *Nicholas Laboratories Ltd. Tel: 0753 23971.*

Maxi goes natural

Natural, monochromatic shades are the offering from Max Factor's Maxi range this Spring.

The emphasis is on the natural look with single eye shades in ginger and brown (£2.09) and duos in golden honey and bronze or pink and dusky plum (£2.49).

Lips and nails co-ordinate in shades of beige, pink and brown (lips £2.45, nails £2.15) while blushers come in caramels and peaches (£2.19) and mascara in jet black (£2.39). *Max Factor Ltd. Tel: 0202 524141.*

The previously Salton branded Ultrasonic Humidifier has now been brought under the Pifco brand to complement their range of air treatment products. Pifco are also introducing an integral demineralisation filter to remove the problem of white calcium dust in hard water areas. The Pifco Ultrasonic Humidifier retails at £74.95 with replacement filters at £6.95. *Pifco Salton Carmen. Tel: 061-681 8321.*

RoC shed the light

RoC have launched Total Sunblock (50ml, £6.15) with an SPF greater than 15, which is said to provide maximum protection against UV-A, UV-B and visible rays.

Available in colourless and tinted creams, the formula is said to be water resistant, hypoallergenic, PABA free and perfume-free. The active ingredients are cinnamic ester, oxybenzone, mineral pigments, and dibenzoyl-methane, while moisturisers and vitamin E are also included.

Total Sunblock is available on prescription for patients with photodermatoses, including those resulting from radiotherapy. The

company says it protects against most types of photo-sensitisation, including solar urticaria and drug induced photosensitivity.

The product is also suitable for use by vitiligo sufferers and children, and can be used for normal skin types exposed to intense sunshine.

RoC will be introducing three more sun products in March. Water Resistant Sun Cream (50ml, £6.95) and Lotion (150ml, £7.95) are high protection products, factor 7-9, recommended for children. Invisible Sunscreen, SPF 10-15, has been reformulated to make it water resistant say *RoC Laboratories Ltd. Tel: 071 823 9223.*



Win an Escort with Nurofen

Crookes are offering pharmacists the chance to win a silver Ford Escort 1.4LX and one of 40 Technics portable CD players if Nurofen is displayed on shelves, counter units and windows.

Starting on January 7 and running until March, the

promotion "Driving Ahead 1991" also involves discounts and free stock incentives. The promotion coincides with a further £1 million national television campaign, all part of this year's £6m advertising support, say *Crookes Healthcare Ltd. Tel: 0602 507431.*

Colorfast for Spring

The Colorfast range is moving towards muted shades for Spring this year with new colours for eyes, lips, cheeks and nails.

For lips, the company have introduced shades of rose, pink, plum and dusky pink in the Day Long range (£4.95) with matching nail colours (£3.95). The lipstick comes in shades of copper, creme, tan and ochre (£4.95) with matching nail enamel.

Eye colours come in shades of cinnamon, green, gold, chestnut, pink and plum in two newly introduced quartettes (£6.95),

with blusher in caramel or bronze (£6.45); kohl pencil in brown and grey (£3.95); mascara (£5.25) in shades of soft brown or charcoal. The range will be available from February. *Max Factor Ltd. Tel: 0202 524141.*

Teenage Mutant Hero Turtle tissues are now available from British Tissues. The new product consists of 125 regular two-ply green facial tissues packed in a Mutant Turtle box which has a cut-out and colour-in Turtle action scene on the bottom. Retail price will be around £0.85.

The company will also be running its first television campaign for Dixie tissues from Boxing Day. *British Tissues. Tel: 081-864 5411.*

Two more for Vichy

Two new products have been introduced into the Vichy suncare portfolio — multi reflective sunscreen SPF 20 and high protection sun milk specially for children SPF 12.

The sunmilk (£7.50) has been created particularly to protect children's delicate skin, say Vichy. It contains IR reflective agents (2.5 per cent); UV-A and UV-B filters, kiwi fruit seed oil and vitamin F. It is waterproof and has been tested under dermatopaediatric control, says the company.

Also new to the range is the multi reflective sunscreen which reflects UV-A, UV-B and IR rays (£7.50). It also contains vitamin E and vitamin F and is water resistant. It should be used on delicate skin or in conditions of intense sun, say *Vichy. Tel: 0235 526747.*

Outdoor's Spring flowers

This year's Spring theme for Outdoor Girl uses Spring flowers for inspiration.

Les Fleurs includes matching lip (£1.55) and nail (£1.65) colours in shades of coral pink and terracotta. For the eyes, eye shadow duos (£1.45) are in shades of beige and dusky rose while eye shadow options offer shades of pink, silver, mauve and blue. Les Fleurs will be available from mid-February. *Max Factor Ltd. Tel: 0202 524141.*

Empathy challenge

Following the relaunch of the Empathy ranges of skin and haircare products last year, manufacturers Johnson & Johnson are spearheading a New Year support programme with an Empathy consumer challenge promotion on all shampoo and conditioner variants.

On shelf throughout January and February and denoted by a neck collar, the challenge offers consumers a money-back guarantee should they fail to see an improvement after using the promoted products. *Johnson & Johnson. Tel: 0628 822222.*

Fluffies — an Aussie hit

Currently making its UK debut is the Fluffies range of nappy covers and footwear, claimed to be the biggest selling nursery line in Australia and New Zealand.

Fluffies pilchers (£2.50) are fluffy pants which are worn over disposable or cloth nappies to provide extra absorbency. The knitted, stretchable fabric holds moisture from the nappy. Babyco Distributors say the garments last much longer than most plastic pants, do not chafe, and feel warm in Winter but cool in Summer.

The pants come in four colours and five sizes from newborn to extra large. Soft knitted matching bootees (£1.40) and slippers (£2.50) are also available.

Babyco are also distributing the Bobtop swimming aid, a non-inflatable, buoyant garment which is worn over the normal bathing costume and helps children learning to swim (two to five years, £10.50; six to nine years, £10.90). Babyco Distributors. Tel: 0323 895730.

Vileda are relaunching their range of rubber gloves with a three week £350,000 television advertising campaign beginning on February 25, 1991. Available from the beginning of January the Vileda gloves are said to be priced to be comparable with the Marigold range. The company is also adding a window washer, a telescopic duster and three clothes lines to its range.

Vileda are also introducing a rival to the J-cloth, the Sunsplash, which will be launched in the New Year with an £850,000 television campaign. Vileda Ltd. Tel: 0274 851104.

J&J enter suncare with a family system

Johnson & Johnson will be entering the UK suncare market for the first time this year with the launch of Johnson's suncare system for family protection.

The range is clearly being marketed as a protection range, which J&J claim is in keeping with the current consumer trend towards choosing higher factors for suncare. The range does not offer the lower protection tanning products.

All products offer both UVA, UVB and UVC protection and are waterproof for two hours in water say J&J.

Each product has a flip top lid in a different bright colour which is echoed in a circular spectrum

design below the product name. All products will be presented in plastic bottles with the exception of the aftersun gel which will be presented in a transparent tube and the SPF15+ cream which will be in a cartonised tube.

The entire range will comprise: SPF6 for normal skin; SPF8 lotion for fair skin; SPF12 lotion for highly sensitive skin; SPF15+ lotion or cream; SPF20 sunblock stick; aftersun lotion and aftersun gel. Prices will be released shortly say J&J.

The launch will be supported with a national television campaign showing a family on holiday using the J&J suncare system. Johnson & Johnson. Tel: 0628 822222.

PREScription SPECIALITIES

Roussel have introduced new packaging for their Surgam range, which will be available from next week. No changes have been made to pack sizes or prices, say Roussel Laboratories Ltd. Tel: 0895 834343.



Ciba-Geigy's Desferal is now also indicated for aluminium overload in dialysis patients where preventative measures, such as reverse osmosis, have failed. Ciba-Geigy Pharmaceuticals. Tel: 0403 50101.

3M Health Care have introduced Acupan in a blister pack; the size and price remains unchanged. 3M Health Care Ltd Pharmaceuticals Division. Tel: 0509 611611.

Beiersdorf UK Ltd say that Leucosilk permeable woven synthetic adhesive tape (commonly known as a hypoallergenic silky tape) will remain available on the Drug Tariff in 1991. The company says that to its knowledge, Leucosilk will be the only such tape on the Drug Tariff from January 1. Beiersdorf UK Ltd. Tel: 0908 211444.

Medo Pharmaceuticals have apologised to pharmacists for problems in supplying Diocetyl tablets. The company is experiencing delays in the supply of raw material and production. All orders will be met as soon as possible, says the company, and an announcement will be made once supply is assured. Medo Pharmaceuticals Ltd. Tel: 0494 772071.

Merck Nutrition have announced the following changes to be phased in as existing stock is exhausted. The minimum order quantity for the Liquisorb, Liquisorb MCT and Peptisorb 500ml sizes has increased from 10 to 12. The NHS price per 500ml bottle remains unchanged but the price per new minimum order will be larger. In addition, a number of products will have the existing screw caps replaced with crown caps and boxes will be supplied without box dividers. E Merck Ltd. Tel: 0420 64011.

ON TV NEXT WEEK

GTV Grampian	C4 Channel 4	STV Scotland (central)
B Border	U Ulster	Y Yorkshire
BSB British Sky Broadcasting	G Granada	HTV Wales & West
C Central	A Anglia	TVS South
CTV Channel Islands	TSW South West	TT Tyne Tees
LWT London Weekend	TTV Thames Television	
	TV-am Breakfast Television	

Atriox:	All areas except B, CTV, LWT, TTV, TT, C4 & TV-am
Beecham Coughcaps:	All areas
Beecham Hot Remedies:	All areas
Beechams Powders Capsules:	All areas
Benylin:	All areas
Benylin Day & Night:	A, HTV, TSW, TVS, LWT & TTV
Mucron:	All areas
Otrivine:	All areas
Pudgies:	TV-am
Sensodyne toothpaste:	All areas except CTV & TV-am
Veno's:	All areas

Inevitable price rises

I read your article concerning Unichem's trading terms (*Counterpoints* November 24). As a managing director of a small company manufacturing over the counter pharmaceuticals, I find the whole attitude of companies like Unichem to be in total contradiction to stated policies about serving the public.

It is well known that the grocery trade (the big five) have extraordinary powers in "persuading" suppliers to grant better terms in one way or another, but is this necessary in the pharmaceutical business?

After many years of acceptable margins in the wholesale trade, does someone like Unichem have to stoop to grocery trade tactics, because whatever they say about passing benefits on to the consumer, could it be that they need the margins themselves.

The ultimate effect of this is higher prices to the consumer. The manufacturer cannot go on giving, and he is not prepared to be sacrificed on the altar of the greed of others.

I believe some major

manufacturers have already conceded to Unichem. Do they have more money than sense.

M.R.F. Ellis
London NW1

On payment for service

Liverpool Local Pharmaceutical Committee has asked me to comment on your article "Pharmacists turned into glorified shop-keepers?" (December 1, 1990). While we would agree with its general thrust that pharmacists are under considerable pressure both from the effects of the remuneration imposition and from the recession, we took issue with some of the points.

In particular, the opinions of Pharmaceutical Services Negotiating Committee secretary Stephen Axon were considered to be out of touch with reality. He says that payment will follow services. We would ask whether either PSNC or the DoH have asked for or offered payment for monitored dosage systems? Have any representations been made for remuneration for advice to

patients on the best use of the medicines they have been prescribed? Mr Axon should also be made aware that no aspect of service in a modern community pharmacy should be offered totally free of charge.

With regard to the statement from Boots that the present three-tier payment system should be replaced with a single flat-rate system, we feel that contractors should be made aware of the consequences of such a change. Those pharmacies dispensing 2,000 or less items per month would effectively be rendered unviable, despite the fact that many are providing a service which is essential to their local communities. Contractors with high volume dispensaries would benefit enormously, but what would be the benefit to patients? That is the criterion that we as a caring profession must apply.

This is a proposal that should be given short shrift by the profession, and particularly by PSNC which should inform contractors exactly what is its agreed policy. It is precisely this sort of statement from Boots which undermines the confidence that contractors have in PSNC.

J. Max
Chairman, Liverpool LPC

Diet advice

Like Xrayser, I too wrote to the British Dietetic Association requesting a copy of their milk-free products list. A customer with a lactose intolerant baby had shown me the list and I have other requests on this subject.

Not being on "Dear John" terms with Mr Grigg, I wrote to the Association expecting the letter to be directed to the appropriate department. Needless to say, I did not receive "the soft answer which turneth away wrath", but three lines saying that this publication was only available to dieticians, together with the return of my own letter. I was, to say the least, annoyed by this apparent rudeness, but being a philosophical sort, I left it at that.

The community pharmacist is the first line of information for most patients.

A reasoned, and reasonable, response from the BDA was all that was needed. Perhaps Mr Grigg should institute some staff training to ensure that letters going out from his office meet with his approval.

Paul Baker
Bradford

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PILLS

— the every week story of pharmacy folk episode 32.

"MY PRESCRIPTIONS HAVE INCREASED BY 24%"

said Gerry Patel

M.R.Pharm.S of Aberdeen

"People in Aberdeen have been looking for pharmacies giving leaflets."

"Two patients with stomach ulcers went back to their doctors after reading my leaflet on Ibuprofen. The doctors decided to change the medication and the patients were really impressed."

"The system is really good."



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BUSINESS NEWS

Government to survey wholesalers' finances

The Department of Health is conducting an in-depth financial survey of pharmaceutical wholesalers, which will be reported by April.

"A financial survey into the distribution sector" was initiated following concern about health authorities wholesaling medicines to community pharmacists — which may undercut full-line wholesaler's prices and eventually cause NHS costs to rocket.

Several meetings have already taken place between NAPD and the DoH and this month the DoH will visit a representative selection of around eight nationwide wholesalers (not confined to NAP-

members) to investigate their financial situation over the last two years. It is possible that topics raised by the Pharmaceutical Distributors Working Group around five years ago may be re-examined.

Mr Watts, director of the National Association of Pharmaceutical Distributors, comments that one health authority advertised a range of wholesale items, from alcoholic drinks to medicines, in a 200 page colour catalogue. "Short-line wholesalers are the vultures of the NHS system. They make a lot of money and go laughing all the way to their holidays," he says. Full-line wholesalers only make money on 10 per cent of their lines, which has to subsidise the remaining 90 per cent. "Unless we can make sufficient money from the 10 per cent, there will be warning bells everywhere," he says.

Mr Watts says that any short term gain for hospitals offering a wholesaling service would eventually be self-defeating: Full-line wholesalers would no longer be able to either sell at hospital contract prices or subsidise their loss-making products, and costs to the NHS would therefore rocket.

The National Health Service Supplies Group decided on November 21 that no benefits were to be achieved by health authority wholesaling.

Sunday law enforced

Twelve local authorities succeeded in curtailing Sunday trading on the last Sunday before Christmas with a successful High Court action. Four injunctions were granted against major high street stores, including shops in the H. Samuel, Woolworths, and BHS chains.

In another case retailers gave the court undertakings not to trade on the Sunday.

A spokesman for USDAW welcomed the news, saying that until the law was changed it must be enforced. A statement from the union said: "USDAW is pleased that few major retail groups are planning to follow the example of BHS, Woolworths and Currys who have defied the law and opened illegally on Sunday in England and Wales."

However, the director of the Shopping Hours Reform Council, Roger Boaden, said: "Over 400 councils have a duty to enforce the Shops Act yet only a dozen have gone to court."

■ The war of words between the Sunday trading pressure groups continues with two contradictory versions on the last Sunday before Christmas. The Shopping Hours Reform Council maintained that some 15,000 stores opened in an attempt to maximise revenues in what looks to have been one of the thinnest Christmas seasons for retailers for many years. However, The Keep Sunday Special Campaign's version of events was that few shops opened apart from those, like BHS, spearheading the campaign to change the law.

BRIEFS

Wellcome plc have sold the Calmick group of businesses for £26.2 million. Wellcome will phase out the use of the Calmick name by its medical division.

Calmick currently provide a range of hygiene services to industry and commerce.

In the year to 1 September 1990, turnover of the Calmick group was £33.5m and it traded at approximately break-even. Its net tangible assets are £9.7m.

Completion is expected in early January 1991 and the consideration will be paid in cash.

Negotiations are continuing with Medeva on the sale of Wellcome's human vaccines business.

Harris Pharmaceuticals the privately-owned UK generics manufacturer, has been bought by IVAX, a US pharmaceuticals-to-chemicals combine, for \$73.4m.

IVAX say Harris will provide access to UK, European and certain African markets. The American company has a number of drugs in development, including one it hopes will provide an anti-AIDS alternative to zidovudine.

Creighton's Naturally Plc have promoted Bill Hamilton to worldwide sales and marketing controller, following top-level management changes. Mr Hamilton was previously sales manager with the company.

Robinson Healthcare have announced the appointment of Vivien Wickins as business development manager, industrial sales division. She will have responsibility for the generation of new products, new markets and new customers.

COMING EVENTS

Monday, January 7

East Metropolitan Branch, RPSGB. Wanstead Library, Spratt Hall Road, Wanstead, 7.15 for 8pm; "Herbal remedies — a balanced view" by Dr K.D. Brain, Welsh School of Pharmacy.

Tuesday, January 8

Lanarkshire Branch, RPSGB. Old Mill Hotel, Motherwell at 8pm. "Postviral fatigue syndrome" by Professor P.O. Behan. **South East Metropolitan Branch, RPSGB.** Medical Centre, Lewisham Hospital, London at 8pm. "Latest developments in dermatology", sponsored by Glaxo Laboratories.

Wednesday, January 9

Isle of Wight Branch, RPSGB. Postgraduate Medical Centre, St Mary's Hospital, Newport at 8pm; "Cholesterol testing demonstration" by Boehringer Mannheim.

Thursday, January 10

Ayrshire Branch, RPSGB. Piersland House Hotel, Troon at 8pm. "Evening primrose oil" by Scotia Pharmaceuticals Ltd. **Exeter Branch, RPSGB.** Joint meeting with the British Medical Association.

Glasgow and West of Scotland Branch, RPSGB. Lecture Theatre 1, McCance Building, University of Strathclyde, Richmond Street, Glasgow, 7.30 for 8pm. "Attitudes to the pharmacy profession: Parliament, the public and the media" by Professor A. Thompson, PGC Parliamentary advisor. Joint meeting with Scottish Pharmacists Federation.

Advance information

NW Thames Regional Health Authority have organised a study day for January 13 on responding to symptoms — gastro-intestinal diseases. The venue is the Queen Elizabeth II Postgraduate Medical Centre, Welwyn Garden City from 10am to 4pm.

Afternoon/early evening meetings on "Dissecting the drug tariff" will take place on January 22 at the Post-graduate Centre, Edgware General Hospital from 2.30pm to 7pm. Details are available from Claire Anderson on 0865 742277, ext 27177.

CHEMIST & DRUGGIST

PRICE SERVICE

This Supplement updates the latest Chemist & Druggist monthly Price List. It provides a cumulative list of amendments and previous Supplements should therefore be discarded.

Trade prices are per unit unless otherwise stated. Bold upright figures (**0.14**) in the retail column indicate price is subject to retail price maintenance. Italic figure (*0.14*) is manufacturers recommended price. Light upright (0.14) is a suggested guide. **a** = price advanced. **r** = price reduced. **●** = new entry. **d** = delete. **c** = change or correction. **i** = insert. **Three simple rules for rapid price checking.** 1. Look under 'This Week's changes'. If price is not listed. 2. Check cumulative section. If price is not listed. 3. Refer to the last main price list. Price is latest notified.

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This week's changes to January Price List.

CHILDRENS HOT WATER BOTTLES

WILLIAM FREEMAN & COMPANY LIMITED

Suba-Seal Works, Staincross, Barnsley S75 6DH. Tel: 0226 284081 Telex: 547186 Fax: 0226 731832

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FRIENDS

SUBA-SEAL

tablets	20	241-042	2.380(10)	S	0.49	GSL	a	colour remover	100g	004-481	7.97(6)	S	2.29	a
	50	293-761	3.330(5)	S	1.14	P	a	Simply White for nets	sachets x 2	353-722	6.610(12)	S	0.95	a
BEAUTY FROM WITHIN (English Grains Healthcare)							a		sachets x 3	073-411	4.830(6)	S	1.39	a
<i>Effective January 01</i>							a	super white	tin	080-481	8.690(12)	S	1.25	a
multivitamins tablets	30	314-690	13.040(6)	S	3.75		a	washing machine dying	200g	248-898	6.520(3)	S	3.75	a
BIOVIT-C (Bioceuticals)							i	permanent colour	60g	489-708	1.790	S	3.09	c
powder	60g	360-529	1.120	S	1.89		●	EZEDERM (Quinoderm)						
BMS (Bio-Medical Services)							a	cream						
(liquid paraffin 65% w/w, wool alcohol 5% w/w)							a	EESIBAN (Sallis)						
emollient bath oil	200ml	253-534	1.950	S	...	P	a	<i>Effective January 01</i>						
CALCIA (English Grains Healthcare)							a	ribbed tubular stockings	NHS					
<i>Effective January 01</i>							a	NHS	5cm x 5m	444-760	1.580	S	...	a
calcium supplement tablets							a		10cm x 5m	445-809	2.720	S	...	a
30 days supply	90	102-210	10.730(6)	S	2.95		a		15cm x 5m	448-18	3.920	S	...	a
CALOGEN (Scientific Hospital Supplies)							a		20cm x 5m	448-134	4.520	S	...	a
dietary supplement	11	329-417	9.320	Z	...		a		25cm x 5m	448-209	5.420	S	...	a
	21	029-481	17.960	Z	...		a		7.5cm x 5m	444-778	2.050	S	...	a
butterscotch flavour	11	251-942	9.980	Z	...		a							
CEPLAC (Rhone-Poulenc Rorer)														
<i>Effective January 01</i>														
dental disclosing tablets	14	325-282	5.400(10)	S	0.84	GSL	a							
CIBAVISION (CIBA Vision)														
<i>Effective January 01 cases & accessories</i>														
10.10		200-899	3.230	S	4.65		a							
Contessa		139-857	2.570	S	3.70		a							
Lensept cup		325-779	2.880	S	4.14		a							
Lensrins cup		325-795	2.130	S	3.06		a							
Nova		326-116	3.370	S	4.84		a							
Septicon														
disc		325-969	2.570	S	3.70		a							
<i>gas permeable soln (Menicon 02 lenses)</i>							a							
02 care		120ml	096-065	S	4.38		a							
hard & gas permeable solutions														
care system		120ml	220-483	S	4.37		a							
complete		35ml	081-364	S	3.84		a							
Contactaclean		120ml	056-077	S	3.35		a							
Contactasoak		10ml	423-160	S	2.04		a							
Contactasol		60ml	056-101	S	3.51		a							
<i>soft lens solutions</i>							a							
Hydroclean		35ml	116-541	S	4.04		a							
Hydrosoak		120ml	323-527	S	4.05		a							
Hydrosol		10ml	410-886	S	2.36		a							
Lensept		250ml	325-639	S	3.80		a							
Lensrins		250ml	325-712	S	3.61		a							
<i>solutions for all types</i>														
10.10														
cleaning & disinfecting		250ml	081-430	S	3.51		a							
solution		417-196	3.110	S	4.47		a							
five pack							a							
rinsing & neutralising							a							
solution		25 x 15ml vials	081-448	S	4.99		a							
Clerz		30 vials	863-050	S	4.78		a							
3 sachets		115ml	046-656	S	1.99		a							
Solar saline aerosol		275ml	046-631	S	2.66		a							
CREMALGIN (Rhone-Poulenc Rorer)														
<i>Effective January 01</i>														
balm		30g	334-599	S	11.400(20)		a							
CUPAL (Cupal)														
<i>Effective January 01</i>														
verruca accessory pack		251-157	7.910(12)	S	1.05		a							
verruca treatment		5g	049-734	S	1.95	P	a							
DENSTET (Associated Dental)														
denture adhesive		25g	071-076	S	15.500(25)		a							
DENT-O-CARE (Dent O Care)														
dental tape		25yds	138-826	S	7.500(10)		a							
mouth mirror		137-000	2.400(10)	S	0.60		c							
toothbrushes														
curaprox microbrush														
heads	5		1.900	S	3.25		r							
ex ex fine 940-965, medium taper 940-973							i							
interdental	6	113-498	1.050	S	1.75		a							
plastic coated							a							
with holder		130-344	1.450	S	2.50		a							
plastic coated wire		122-788	1.100	S	1.90		a							
microbrush heads		6	232-074	S	1.100		r							
universal microbrush														
holder														
DENTOGEN (Cupal)														
<i>Effective January 01</i>														
toothache tablets	18	346-759	9.410(12)	S	1.25		a							
DIALAMINE (Scientific Hospital Supplies)														
dietary supplement		100g	330-688	S	6.910		a							
DUOCAL (Scientific Hospital Supplies)														
dietary supplement														
MCT		100g	329-698	S	2.570		a							
super soluble		400g	314-989	S	9.375		a							
DURST (Johnson Photopia)														
colour enlarger		M670K	088-179	S	286.330		a							
+ TRA 305														
enlarger														
black & white		M370	087-841	S	154.770		a							
		M670	088-039	S	232.160		a							
DYLON (Dylon)														
<i>Effective January 01</i>														
cold dye		tun	080-374	S	8.690(12)		a							
fix		sachet	080-309	S	10.290(48)		r							
colorfun							a							
composite packs							a							
fabric paint		353-177	12.680(4)	S	7.29		a							
		349-167	4.350(6)	S	1.25		a							
		25ml	474-882	S	5.050(6)		a							
fabric paint assort	x 6	353-094	4.000	S	6.90		a							
fabric painting pen		380-220	5.740(6)	S	1.65		a							
transfers		474-940	5.050(6)	S	1.45		r							
dyes multi-purpose		080-358	8.690(12)	S	1.25		a							
hand dying		100g	248-971	S	3.980(3)		a							
permanent colour							a							
Pre Dye							a							
colour remover		refill	366-419	S	8.690(12)		a							
Pre-Dye							a							

mousse	45ml	000-935	4.510(12)	S	0.54	d	handbag spray	7.5ml	392-308	—	S	36.00	d
shaping gloss	200ml	387-746	18.300(12)	S	2.19	d	recharge	7.5ml	392-316	—	S	22.50	d
styling gel spray	150ml	449-587	10.070(6)	S	2.41	d	Maquifluide hydratant	30ml jar	485-565	—	S	12.25	d
Elnett hairspray	75ml	316-182	14.250(12)	S	1.71	a	30ml tube	245-910	—	—	S	12.00	d
	200ml	316-190	23.820(12)	S	2.85	a	Maquimat						
	300ml	266-791	31.170(12)	S	3.73	a	teint naturel	35ml	486-977	—	S	12.25	d
	450ml	086-942	20.640(6)	S	4.95	a	Pinceau						
Energance							rouge designer	485-524	—	—	S	10.00	d
conditioner	200ml	208-173	9.150(6)	S	2.19	a	Progres						
curl reviver	150ml	485-664	11.450(6)	S	2.74	a	pour le corps						
remoisturiser	150ml	000-943	10.990(6)	S	2.63	a	dispenser	200ml	440-834	—	S	20.50	d
shampoo	250ml	037-101	8.690(6)	S	2.08	a	Sagamore						
styling mousse firm	150ml	037-218	10.990(6)	S	2.63	a	aftershave	50ml	428-904	—	S	15.00	d
Free Style							100ml	428-870	—	—	S	22.50	d
finishing spray	200ml	135-400	17.380(12)	S	2.08	a	atomiser	100ml	428-912	—	S	24.00	d
	300ml	181-008	21.610(12)	S	2.59	a	all over body shampoo	200ml	428-953	—	S	11.50	d
mousse	100ml	301-978	17.010(12)	S	2.04	a	deodorant atomiser	150ml	428-946	—	S	10.50	d
	150ml	046-235	22.900(12)	S	2.74	a	eau de toilette	50ml	428-821	—	S	17.50	d
natural hairspray	200ml	046-375	28.050(12)	S	3.36	a		100ml	428-813	—	S	26.00	d
Nouriance								200ml	428-805	—	S	38.00	d
daily nourishing cream	150ml	426-718	10.990(6)	S	2.63	a		50ml	428-854	—	S	18.50	d
dry ends strengthening								100ml	428-847	—	S	28.00	d
serum		426-866	18.350(6)	S	4.40	a	shaving foam	150ml	428-961	—	S	9.50	d
shampoo	250ml	000-950	8.690(6)	S	2.08	a	soap	150g	428-979	—	S	8.50	d
Plenitude							sun care products						
3 minute purity mask	75ml	191-650	2.850	S	4.10	a	Conquette du Soleil						
active daily moisturiser							after sun moisturiser	125ml	388-306	—	S	8.00	d
pot	50ml	400-903	3.710	S	5.34	a	deep tanning						
tube	50ml	399-899	3.140	S	4.51	a	bronzing gel	SPF2 125ml	269-118	—	S	9.00	d
alcohol free tonic	250ml	456-285	2.140	S	3.07	a	Abilitua						
cleansing milk	250ml	456-277	2.140	S	3.07	a	cleansing mousse	100ml	306-027	—	S	12.00	a
contour regard							Aquacils						
eye cream/gel	15ml	191-460	27.850(6)	S	6.67	a	waterproof mascara	048-918	—	S	10.00	a	
eye make-up removing lotion							base durcissante	363-028	—	S	7.00	a	
bottle	125ml	400-028	1.920	S	2.77	a	Bi-Facil						
firming serum							luxury eye make-up						
concentrate	30ml	217-018	6.570	S	9.45	a	remover	252-676	—	S	10.00	●	
gentle cream wash							Bienfait du Matin						
tube	150ml	399-980	2.140	S	3.07	a	Bronze	tube 50ml	378-356	—	S	13.00	a
gentle scrub cream							Cannelle	tube 50ml	247-148	—	S	13.00	a
tube	75ml	400-135	2.280	S	3.28	a	Dore	tube 50ml	082-487	—	S	13.00	a
liposomes							Naturel	tube 50ml	433-102	—	S	13.00	a
pot	50ml	197-475	6.290	S	9.04	a	Peche	252-692	—	S	13.00	●	
tube	30ml	216-648	3.500	S	5.03	a	Blush Eclat						
night replenisher							blusher	178-566	—	S	13.00	a	
pot	40ml	400-283	3.930	S	5.64	a	Blush Majeur						
tube	40ml	399-881	3.350	S	4.82	a	blusher	261-834	—	S	13.50	a	
nutritive cream for dry skin							Bocage						
pot	40ml	400-267	3.930	S	5.64	a	cream	294-181	—	S	8.00	a	
tube	40ml	399-782	3.350	S	4.82	a	roll-on deodorant	048-397	—	S	8.00	a	
oil free moisturising lotion							Cadence	200ml	261-388	—	S	13.00	a
pot	50ml	216-770	3.710	S	5.34	a	Clarfiance						
tube	50ml	216-952	3.140	S	4.51	a	gentle astringent tonic						
wrinkle defence cream							alcohol-free	250ml	429-118	—	S	12.00	a
pot	40ml	400-200	3.930	S	5.64	a	gentle cleansing brush	429-209	—	S	9.50	a	
tube	40ml	399-311	3.350	S	4.82	a	oil-free hydrating fluid	50ml	305-870	—	S	14.00	a
Recital							purifying foaming face						
highlight kit	249-334	10.780(3)	S	5.17	a	gel	125ml	429-100	—	S	11.00	a	
Recital Performance							Climat						
cream hair colourant	353-789	8.480(3)	S	4.06	a	eau de toilette							
Les Blondissimes	031-138	8.480(3)	S	4.06	a	atomiser	45ml	252-619	—	S	13.50	●	
super blonde	152-363	10.230(3)	S	4.90	a	vaporiser	75ml	087-197	—	S	23.00	a	
Studio Line							parfum	7ml	053-587	—	S	31.00	a
design gel	150ml	171-918	20.140(12)	S	2.41	a	crayon contour des levres	249-839	—	S	6.50	a	
fixing gel	150ml	008-060	20.140(12)	S	2.41	a	crayon kohl	440-883	—	S	6.50	a	
fixing spray	200ml	017-475	19.220(12)	S	2.30	a	crayon sourcils	406-678	—	S	6.50	a	
	300ml	233-692	23.450(12)	S	2.81	a	dissolvant	363-044	—	S	7.00	a	
fixing spritz	150ml	449-447	11.450(6)	S	2.74	a	Effacernes						
gelling curls	150ml	351-569	21.980(12)	S	2.63	a	concealer	058-727	—	S	9.00	a	
pumping curls	150ml	216-432	21.060(12)	S	2.52	a	Effacil						
sculpting mousse	125ml	172-064	17.380(12)	S	2.08	a	eye make-up remover	125ml	014-134	—	S	8.50	a
	200ml	006-551	21.980(12)	S	2.63	a	gel	40ml	048-603	—	S	8.50	a
shaping mousse	125ml	181-031	17.380(12)	S	2.08	a	Empreinte de Beaute	75ml	429-084	—	S	16.50	a
	200ml	006-544	21.980(12)	S	2.63	a	Exfoliance	50ml	264-580	—	S	12.50	a
styling creme	150ml	249-326	20.140(12)	S	2.41	a	pour le corps	150ml	261-123	—	S	13.00	a
ultra fixing spray	200ml	196-402	19.220(12)	S	2.30	a	Fluance						
	300ml	197-087	23.450(12)	S	2.81	a	extra mild shampoo	014-480	—	S	10.00	a	
wet look styling gel	150ml	007-567	20.140(12)	S	2.41	a	extra rich cream	014-522	—	S	15.00	a	
Twice as Lasting							conditioner						
clear set	30ml	470-575	7.820(12)	S	0.94	a	extra rich milky	014-282	—	S	10.00	a	
	100ml	353-839	7.310(6)	S	1.75	a	shampoo	014-498	—	S	10.00	a	
Velvet Performance perm		171-793	17.430(6)	S	4.17	a	satin milky conditioner						
LADY GRECIAN 2000 (Combe International)							Forte Vital	30ml	320-671	—	S	35.00	a
Effective January 01								50ml	320-432	—	S	46.00	a
lotion	125ml	449-090	15.680(6)	S	4.29	a	firming eye cream	15ml	101-980	—	S	21.00	a
LANA-STING (Combe International)							serum	25ml	303-727	—	S	30.00	a
Effective January 01							Fraicheur Tonique	250ml	378-430	—	S	14.00	a
anaesthetic/antiseptic							Galatee	250ml	153-908	—	S	14.00	a
cream	30g	011-254	9.750(6)	S	2.49 P	a	Galateis						
LANACANE (Combe International)							dispenser	250ml	207-654	—	S	16.00	a
Effective January 01							Hydra-bleu	75ml	485-599	—	S	16.50	a
medicated cream tube	30g	206-243	17.920(12)	S	2.29 P	a	Hydmx	50ml	085-449	—	S	17.50	a
	60g	278-465	14.440(6)	S	3.69 P	a	Immencils						
LANCOME (Lancome)							creamy mascara	098-780	—	S	9.50	a	
Effective January 01							Jeux d'Ombres						
Aquamines							eyeshadows	469-346	—	S	12.00	a	
eyeshadows	392-142	...	S	7.50	d		Keracils						
Clairfiance							mascara	375-832	—	S	10.00	a	
gentle formula							laque satin	296-897	—	S	7.00	a	
cleansingbar	100g	429-183	...	S	7.50	d	Liner Plume						
Les Monos							eyeliners	485-474	—	S	16.00	a	
eyeshadows	429-217	...	S	6.75	d		refill	485-516	—	S	10.00	a	
Magic Noire							Magic Noire						
parfum													

coated fruit & nut	40g	251-413	(18)	S	0.35	●	liquid	250ml	253-252	8.24(12)	S	0.96 GSL	a
no added sugar	100g	251-223	9.51(18)	S	0.81	●		500ml	478-198	12.97(12)	S	1.51 GSL	a
plain	100g	251-199	8.93(18)	S	0.76	●		750ml	333-559	9.14(6)	S	2.12 GSL	a
with hazelnuts	100g	251-231	9.27(18)	S	0.79	●		5 litre	086-637	29.00(4)	S	11.89 GSL	a
carob egg	65g	251-454	7.75(18)	S	0.99	●							
dessert													
pease pudding	15½ oz	249-557	4.86(12)	Z	0.54	i	SEABOND (Combe International) Effective January 01						
rice pudding	15½ oz	249-540	7.29(12)	Z	0.81	i	dental fixative	lower	206-466	8.37(6)	S	2.29	a
soya milk								upper	206-474	8.37(6)	S	2.29	a
concentrated	420ml	248-112	7.02(12)	Z	0.78	i		upper & lower	482-158	16.74(12)	S	2.29	a
ready to use	500ml	248-096	7.29(12)	Z	0.81	i							
spreads	1ltr	248-401	7.29(12)	Z	0.81	i							
carob	350g	248-476	8.91(12)	Z	0.99	i							
veeze	135g	248-450	8.02(12)	Z	0.89	i							
POSALFILIN (Norgine)													
<i>Effective January 01</i>													
ointment	10g tube	320-598	3.200	S	5.52 P	a							
PREFIL (Norgine)													
<i>Effective January 01</i>													
granules	200g	350-496	2.320	S	4.00 GSL	a							
	500g	075-457	5.670	S	9.78 GSL	a							
PROSTAP SR (Lederle)													
<i>(leuprorelin acetate)</i>													
PYRALVEX (Norgine)													
<i>Effective January 01</i>													
solution	10ml	051-359	1.270	S	2.19 P	a							
RFD KOOGA (English Grains Healthcare)													
<i>Effective January 01</i>													
ginseng													
capsules													
600mg	14	444-117	10.10(6)	S	2.90 GSL	a							
600mg	36	073-932	20.35(6)	S	5.85 GSL	a							
elixir	200ml	260-000	20.35(6)	S	5.85 GSL	a							
Royale instant tea													
sachets 3g	10	260-018	17.39(6)	Z	4.35 GSL	a							
tablets													
600mg	14	054-296	10.10(6)	S	2.90 GSL	a							
600mg	36	096-289	20.35(6)	S	5.85 GSL	a							
multi vitamins & minerals with natural vitamin E	36	275-230	7.82(6)	S	2.25	a							
REVLON (Revlon)													
<i>Effective January 07 TOILETRIES</i>													
Activ Balance													
shampoo & conditioner	200ml		1.250	S	1.69	●							
dry/damaged hair	940-767												
ROTADENT (Dent.O.Care)													
electric toothcleaner	140-996	29.75(12)	S		47.95	a							
replacement brushes	141-044	2.700	S		4.70	a							
SALLIS (Sallis)													
<i>Effective January 01</i>													
suspensory bandages													
NHS model 63A													
extra large		328-633	1.410	S									
athletic slip	model 149	448-860	5.710	S		a							
back supports		45	065-326	11.070	S	a							
		46	065-458	12.200	S	a							
		47	065-466	10.230	S	a							
		48	065-474	10.070	S	a							
body belts	model 39	065-292	5.850	S		a							
		27	448-738	6.500	S	a							
		28	448-795	6.220	S	a							
		29	448-712	8.060	S	a							
		33	448-753	6.100	S	a							
		38	448-829	6.000	S	a							
		29X	448-720	8.820	S	a							
jock strap	model B19	448-811	15.330	S		a							
		153	448-845	6.000	S	a							
		154	448-852	1.990	S	a							
shoulder brace	model 150	448-837	6.590	S		a							
sports cotton mixture 9	model 60	448-878	5.500	S		a							
anklets													
small,medium & large elbow	each	424-846	0.990	S		a							
small, medium & large knee caps	each	088-898	0.990	S	..	a							
small,medium & large wristlet	each	443-119	0.990	S	..	a							
small, medium & stockinette	large	093-963	1.100	S		a							
N.H.S. cotton surgical tubular													
	5cm x 1m	221-879	3.200(10)	S		a							
	10cm x 6m	424-838	2.650	S		a							
	2.5cm x 1m	220-954	2.100(10)	S		a							
	7.5cm x 1m	221-903	3.800(10)	S		a							
suspensory bandages													
extra large	64A	448-662	1.780	S		a							
extra, extra large	64A	448-670	1.890	S		a							
extra, extra, extra large	64A	448-688	2.100	S		a							
NHS model 63A													
extra large		075-911	1.410	S		a							
large		073-163	1.350	S		a							
medium		072-481	1.300	S		a							
small		065-490	1.260	S		a							
NHS model 65A		073-471	1.360	S		a							
extra large		075-655	1.420	S		a							
NHS with draw tapes	model 66A	075-861	1.150	S		a							
small, medium, large with elastic understraps	64A	448-654	1.650	S		a							
extra large	67B	448-704	2.620	S		a							
small, medium, large	67B	448-696	2.550	S		a							
SARAKAN (Arrowmed)													
breathe freshener	16g	318-550	8.64(12)	S	1.25	d							
SAVOLN (CIBA Consumer)													
<i>Effective January 01</i>													
antiseptic cream													
SEABOND (Combe International)													
<i>Effective January 01</i>													
liquid													
dental fixative													
Keep Off													
dog & cat repellent													
pepper dust													
rose & flower spray													
slug pellets													
SECTO (Cupal)													
<i>Effective January 01 garden products</i>													
Keep Off													
flea powder													
with permethrin													
fly killer													
household flea spray													
insect killer powder													
Secto-Vap slow release													
kitchen fly killer													
living room flykiller													
mini space insect killer													
moth killer unit													
SECTO-VAP (Cupal)													
<i>Effective January 01</i>													
pet care													
dog shampoo													
enz stain													
flea collars													
cat													
dog													
puppy													
flea spray													
Pet Behave													
SENSODYNE F (Stafford-Miller)													
<i>Effective January 03</i>													
toothpaste													
100ml pump													
SILASTIC (Dow Corning)													
<i>(distributors Calmic)</i>													
foam dressing													
ward pack													
gel sheeting													
12cm x 14.5cm													
SLEEK (Sleek Cosmetics)													
make-up													
blusher duo													

30ml balloon female, prefilled	DT1647	313-387	6.260	S	...	a	Big-Vit C tangerine tablets 550mg	50	488-825	7.820(6)	S	2.25	d
10ml balloon standard	DT1637AL	313-395	6.770	S	...	a	Big-vit E tablets 110u	62	048-934	13.040(10)	S	2.25	d
16-28 Ch standard, prefilled	DT1657/67	102-962	6.260	S	...	a	Big-vit E tablets 220u	62	046-599	11.480(6)	S	3.30	d
10ml balloon silicone, standard length	DT1657AL	103-127	6.770	S	...	a	Kids-Vit C tablets 100mg	100	488-833	5.740(6)	S	1.65	d
Teflon coated paediatric	DT1658/68	371-633	6.460	S	...	a	vit-B complex tablets	100	054-486	9.560(10)	S	1.65	d
5ml balloon, 8 & 10 Ch standard	DT0165PV	064-394	5.240	S	...	a	vit-B5 tablets 120mg	100	179-176	10.720(10)	S	1.85	d
catheters, nelaton intermittent plastic	DT1265/66IV	008-193	2.060	S	...	a	vit-B6 tablets 10mg	100	059-402	9.560(10)	S	1.65	d
female five pack	DT5031	419-796	5.130	S	...	a	fibre bran tablets powder	80	225-730	15.960(10)	S	2.75 GSL	a
male five pack	DT5030	419-804	5.130	S	...	a	314-815	8oz	11.920(12)	Z	1.49 GSL	a	
paediatric five pack	DT5032/08/10	419-150	5.130	S	...	a	314-831	16oz	20.400(12)	Z	2.55 GSL	a	
leg bag garments & straps							314-864	300	7.300(12)	S	1.05 GSL	a	
leg bag straps elastic velcro		15LS	235-929	10.630(10)	S	...	tablets	1000	452-938	17.750(12)	S	2.55 GSL	a
straps		8441	090-944	4.140(10)	S	...	YOUTHEXA (Arnold Hair & Skin)						
foamvelcro		8440	090-969	2.180(10)	S	...	after hair lotion	314-922	2.940	S	5.07	a	
latex							cleansing cream	25cc	314-955	2.940	S	5.07	a
overnight drainage bags 2 litre	DT813131	424-390	9.300(10)	S	...	a	hair remover stick	315-028	2.880	S	4.97	a	
sheaths penile with Cruxiline strip		U52	245-886	20.900(30)	S	...	hair remover stick	315-036	2.880	S	4.97	a	
Uro sheath re-usable		C52	101-444	29.450(30)	S	...	powderstone hair eraser	315-051	6.060	S	10.46	a	
tubing & accessories extension tube 4foot		1399-4	064-246	1.160	S	...							
8		0538	064-261	0.920	S	...							
8foot		1766-8	064-311	1.820	S	...							
urinals, male bodyworn adaptor & tubing for plastic leg bags	600532	064-279	6.560	S	...	a							
McGuire with adaptor waist paraplegic		0508	064-303	48.600	S	...							
URISAC (Bard) Effective January 01 portabag		7680	081-331	10.250(10)	S	...							
portabell		7681	081-380	6.000	S	...							
VAGISIL (Combe International) Effective January 01 feminine powder		100g	128-124	12.030(6)	S	3.29							
VANTAGE (A.A.H. Pharmaceuticals) Effective January 01 baby care range all-in-one ultra child		20	290-924	26.400(8)	Z	3.99							
infant		26	203-232	26.400(8)	Z	3.99							
newborn		32	205-997	26.400(8)	Z	3.99							
toddler		22	204-750	26.400(8)	Z	3.99							
baby lotion wipes		80	286-724	13.260(12)	S	1.69							
cotton buds		100	119-842	8.400(24)	S	0.55							
nappy bags		50	017-715	8.640(12)	S	1.10							
nappy pads disposable		20	370-981	9.400(12)	S	1.20							
orange syrup		200ml	189-167	7.200(12)	S	0.85							
pants, pack of 3		large	122-028	7.140(12)	Z	0.89							
wipes		ex. large	122-036	7.140(12)	Z	0.89							
cotton buds		80	159-913	11.370(12)	S	1.45							
feminine hygiene range panty liners		180	205-724	6.480(12)	S	0.85							
press-on sanitary towels regular		488-353	12.600(24)	S	0.82	a							
super		10	488-288	7.800(24)	S	0.52	a						
press-on towels regular		10	184-291	8.460(24)	S	0.55	a						
super		20	285-973	7.170(12)	S	0.89	a						
super slim wrapped		20	286-302	7.800(12)	S	0.99	a						
glucose & vitamin C powder		20	245-209	8.940(12)	S	1.10	●						
hair care hairspray/conditioner		454g	245-167	11.680(16)	Z	1.19	●						
inhalent oil		250ml	024-000	6.690(12)	S	0.89	a						
plasters pre-cut fabric		25ml	051-755	9.060(12)	S	1.29	a						
pre-cut washproof		24's	245-233	6.240(12)	S	0.85	●						
strip fabric dressing 6.3cm x 1m		24's	245-332	6.240(12)	S	0.85	●						
VEPESID (Bristol-Myers Oncology) ampoules 100mg		245-225	7.260(12)	S	0.99	●							
VIPRO (Scientific Hospital Supplies) dietary supplement		10	043-828	145.800	S	251.51 POM	r						
VOCALZONE (English Grains Healthcare) Effective January 01 pastilles		1kg	281-899	12.740	S	...	a						
WAXSOL (Norgine) Effective January 01 ear drops		25g	305-953	10.100(12)	S	1.45 GSL	a						
WET ONES (Jeyes) cleansing wipes		10ml	026-229	0.980	S	1.69 GSL	a						
YESTAMIN (English Grains Healthcare) Effective January 01 Big-vit C blackcurranttablets 220mg		15	481-994	0.564	S	...	a						
		50	482-018	1.161	S	...	a						
		70	079-582	15.450(12)	S	...	r						
		62	049-031	9.560(10)	S	1.65	d						

Amendments to list of Manufacturers and Distributors

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6 Grovelands Business Centre
Boundary Way
Hemel Hempstead
Hertfordshire HP2 7TE
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Fax: 0442 235760

Barker, G d
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Overseal
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Staffordshire M23 8FS
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Fax: 0283 550185

BHR Pharmaceuticals Ltd i
(Code 1277)
Cussons (U.K.) Ltd c
(Code 2838)
Kersal Vale
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Tel: 061 792 6111
Fax: 061 792 4247

Delta Pharmaceuticals c
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71a High Street
Stony Stratford
Milton Keynes
Bedfordshire MK11 1BA
Tel: 0988 262346

Dent-O-Care Ltd c
Div. J. & S. Rubinstein Ltd
(Code 5760)
Unit 7
Cygnus Business Centre
Dalmeyer Road
London NW10 2XA
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Fax: 081-451 0063

Greenscreen International Ltd i
(Code 1174)
40 Woodstock Road
London NW11 8ER
Tel: 071-372 1487
Fax: 071-433 1949

Johnson's Photopia Ltd c
(Code 5349)
Hempstalls Lane
Newcastle
Staffordshire ST5 0SW
Tel: 0782 717100
Fax: 0782 717077

Leeson Gulf Sponges Ltd i
(Code 1270)
Units 23-24
The Stables
Babbage Road Industrial Estate
Totnes
Devon TQ9 5LE
Tel: 0803 865457
Fax: 0803 867077

Osram Ltd c
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1 Gresham Way
Durnsford Road
London SW19 88U
Tel: 081-947 1261
Fax: 081-947 5132

Westbourne (UK) Ltd c
(Code 1210)
42 Hampstead Grove
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Fax: 081-209 1231

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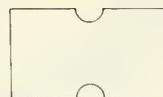
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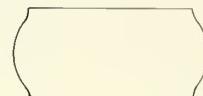
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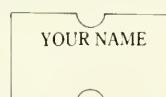
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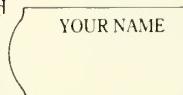
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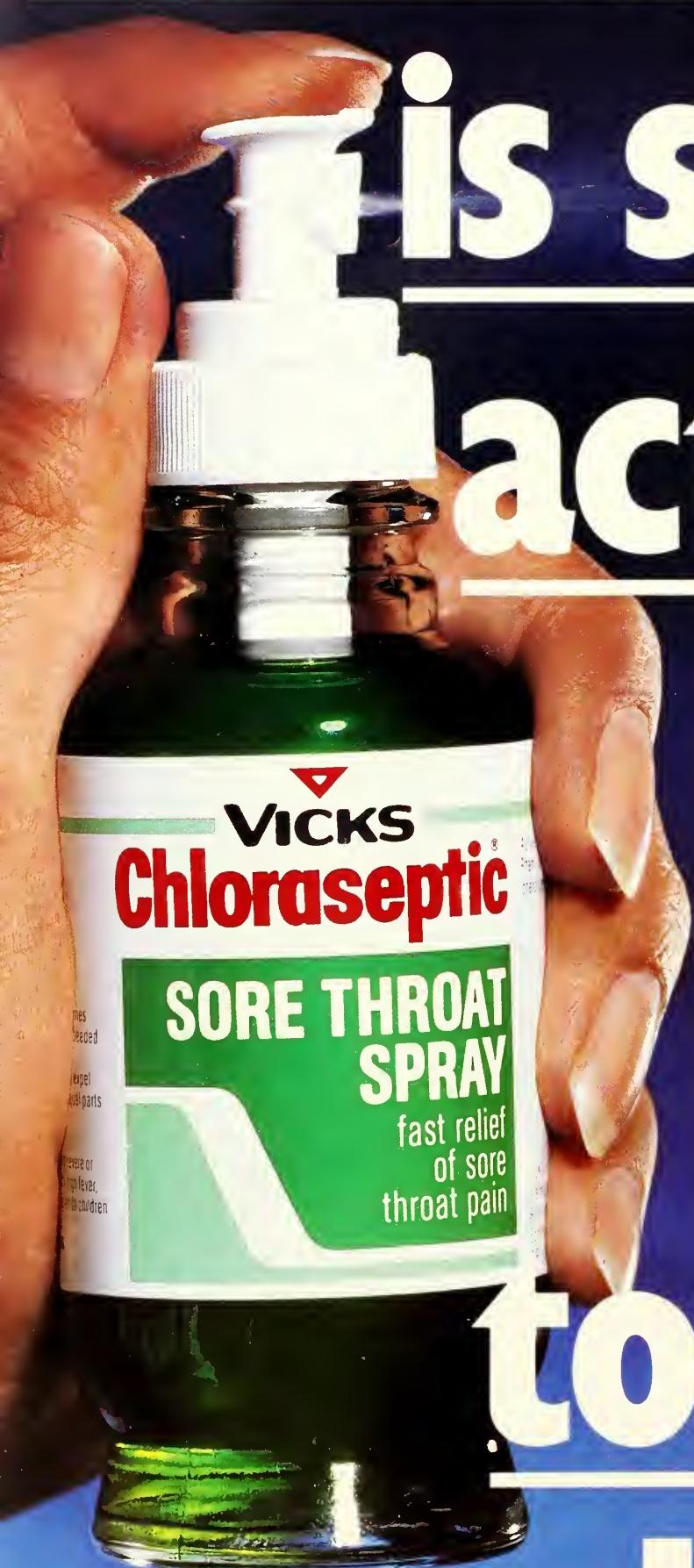


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